

FIG. 1

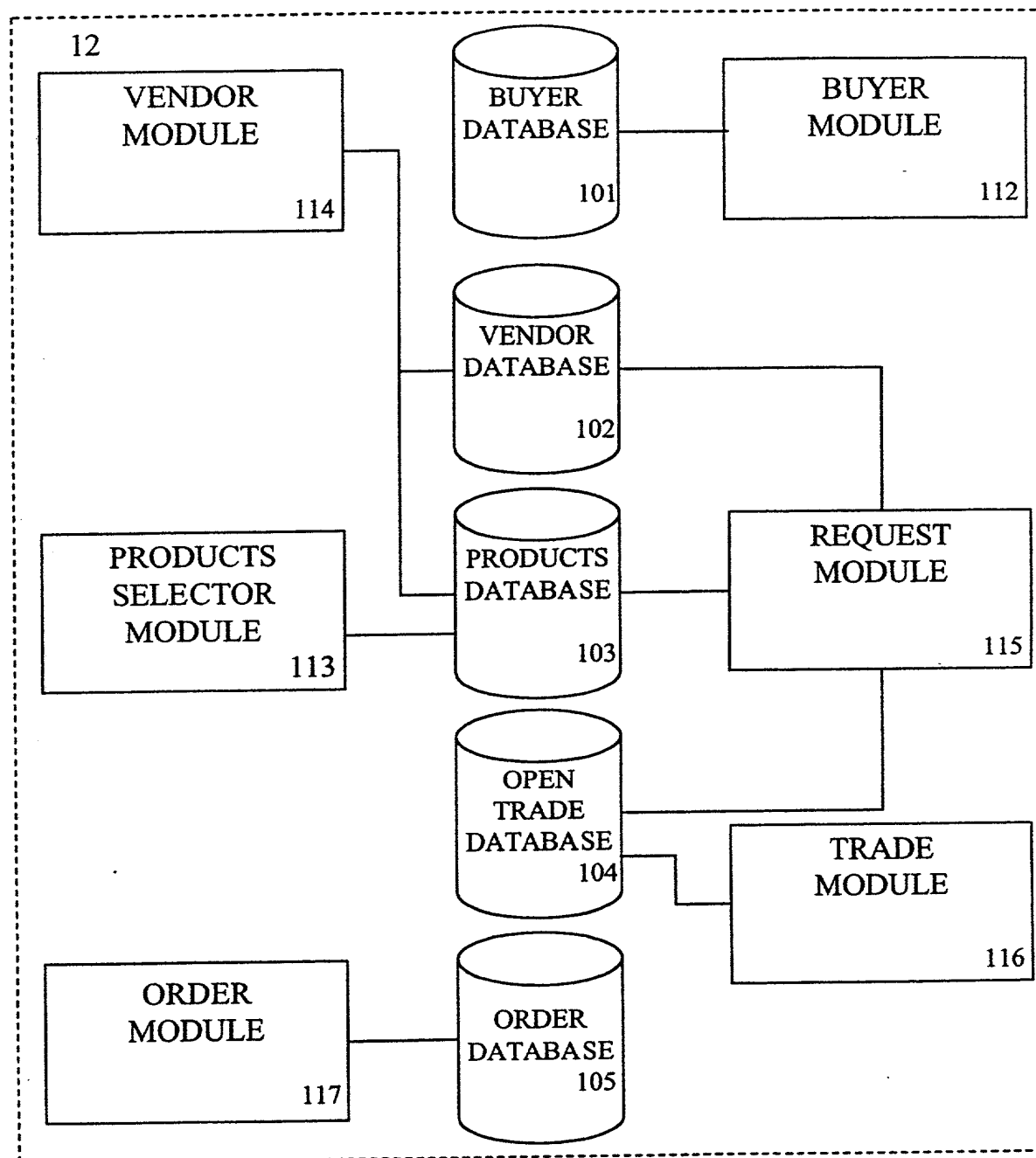
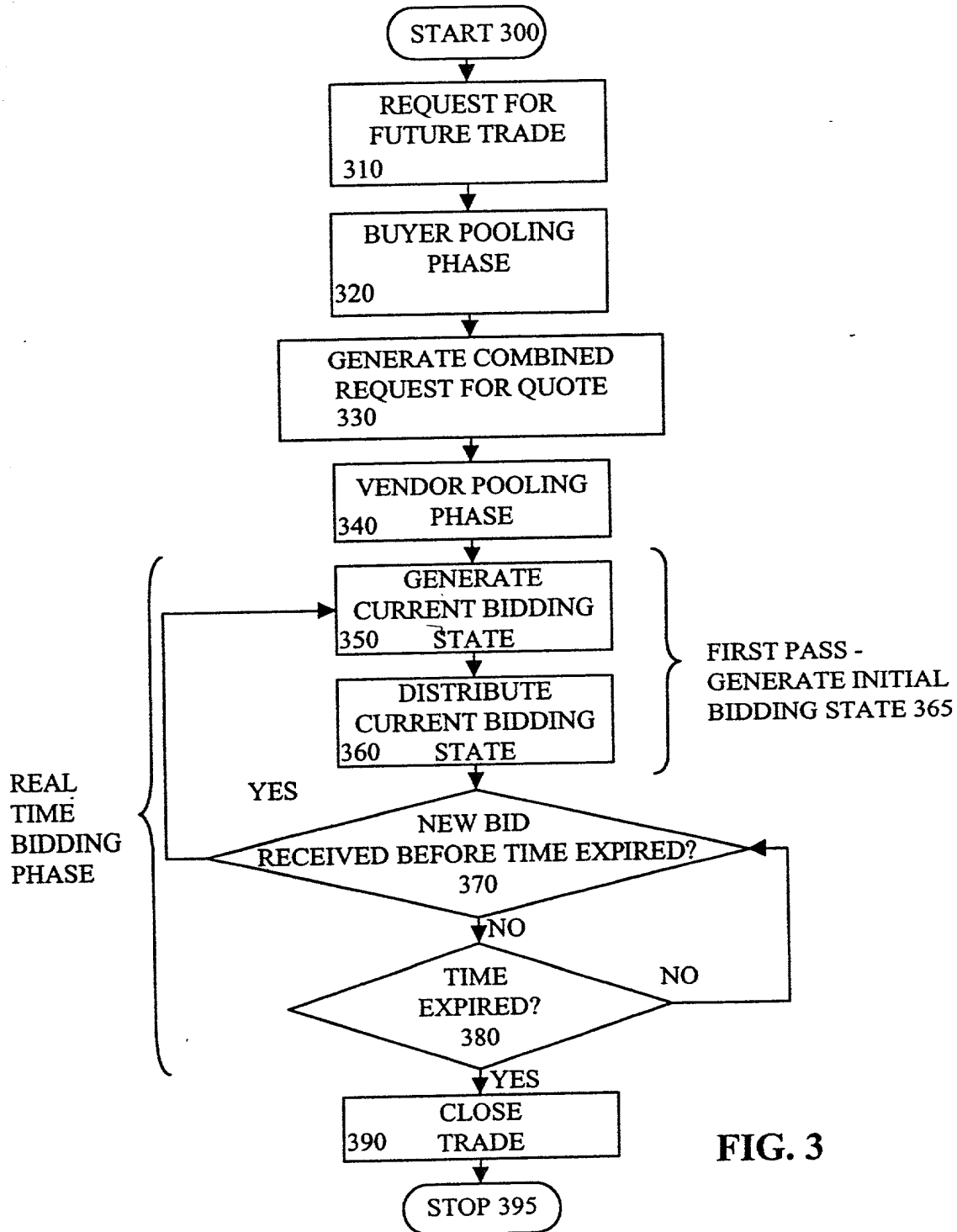


FIG. 2



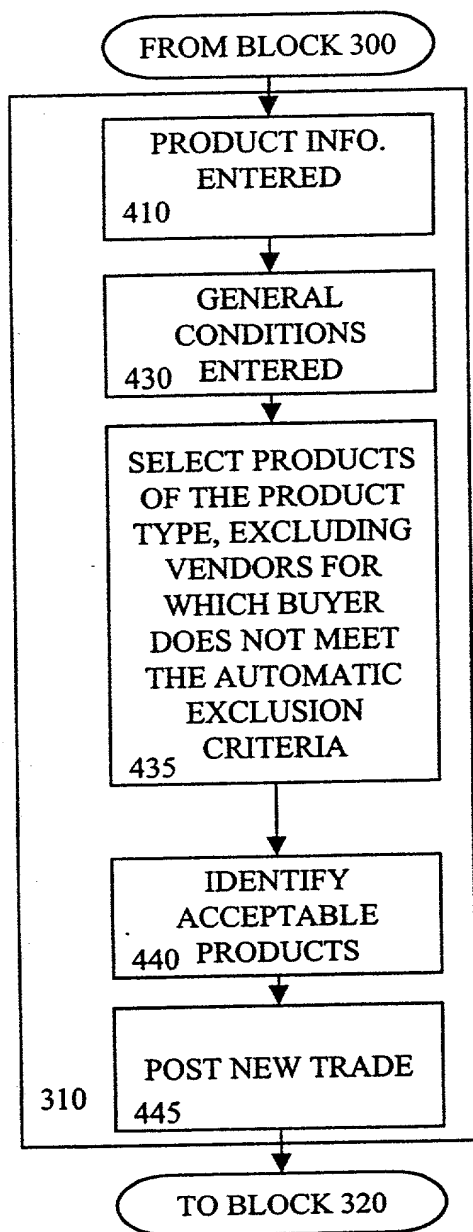


FIG. 4A

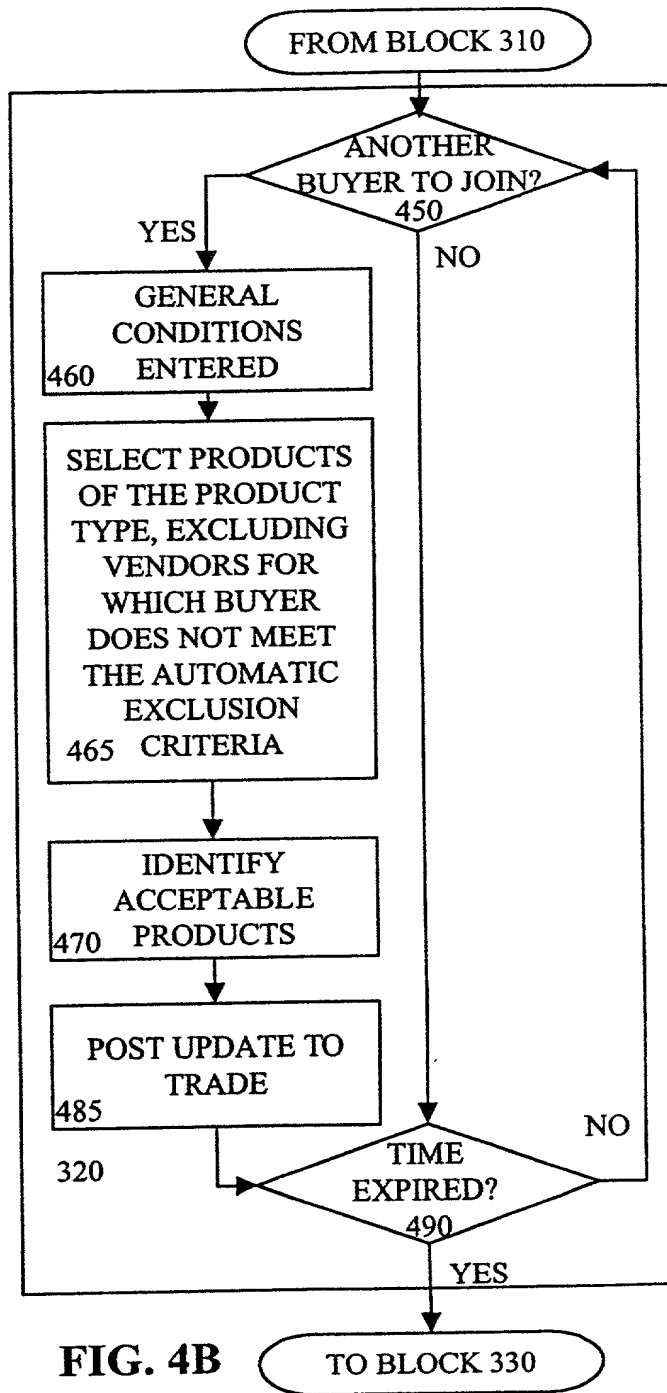
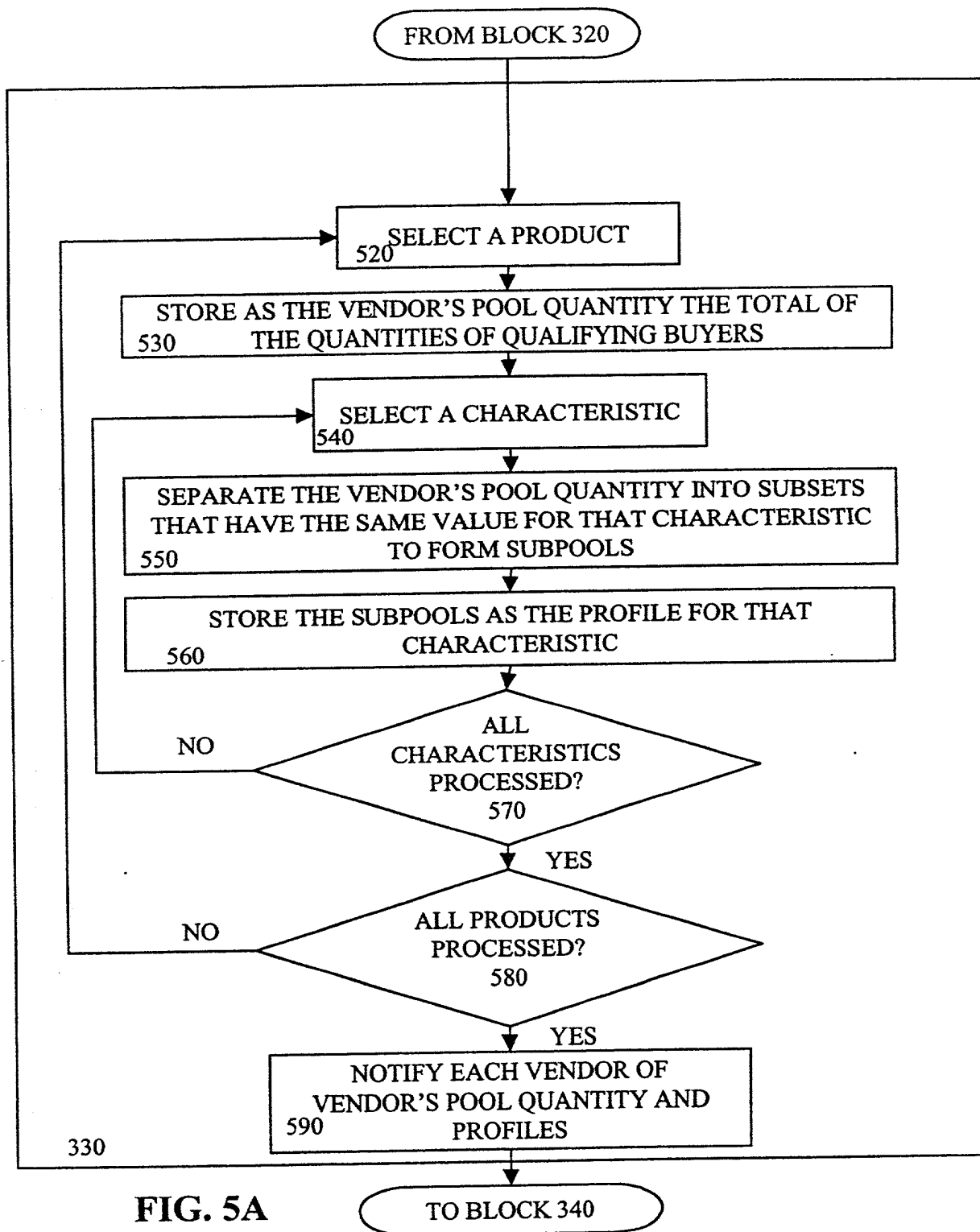


FIG. 4B

CHARACTERISTICS

	QUAN.	VENDOR 1	VENDOR 2	VENDOR 3		COMMITMENT PRICE	GEO- GRAPHY	TIMING	...	...
				PRODUCT 3	PRODUCT 4					
BUYER 1	500	Y	Y	Y	N	\$16	CA	Q1	...	
BUYER 2	800	N	Y	N	N	\$15	TX	Q1	...	
BUYER 3	1000	Y	Y	Y	N	\$14	CA	Q2	...	
AUTO EXCLUSIONS BY CHAR.: GEOGRAPHY TIMING				TX						

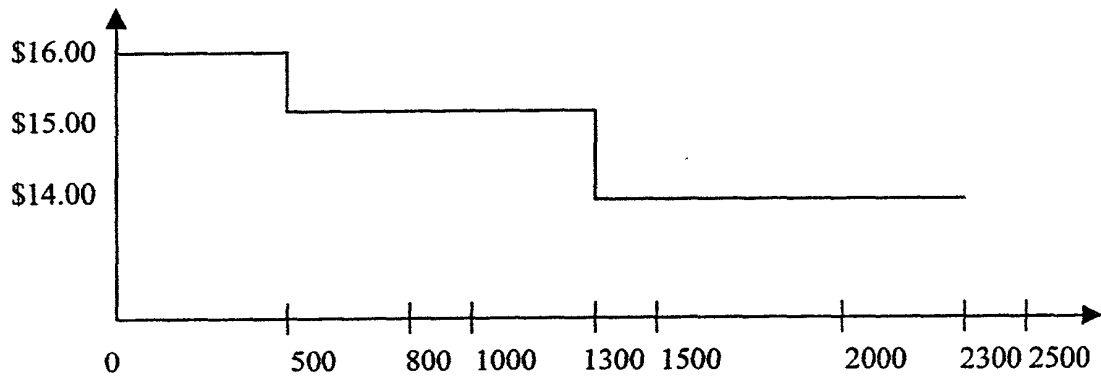
FIGURE 4C



CHARACTERISTICS

	QUAN.	VENDOR 1	VENDOR 2	VENDOR 3		COMMITMENT PRICE	GEO- GRAPHY	TIMING	...	...
				PRODUCT 2	PRODUCT 3					
		PRODUCT 1			PRODUCT 3	PRODUCT 4				
BUYER 1	500	Y	Y	Y	Y	N	CA	Q1	...	
BUYER 2	800	N	Y		N	N	TX	Q1	...	
BUYER 3	1000	Y	Y	Y	Y	N	CA	Q2	...	
AUTO EXCLUSIONS BY CHAR.:										
GEOGRAPHY TIMING					TX					
POOL QUANTITY	2300	1500	2300		1500	0				
GEOGRAPHY PROFILE		CA=1500	CA=1500 TX=800		CA=1500	0				
TIMING PROFILE		Q1=500 Q2=1000	Q1=1300 Q2=1000		Q1=500 Q2=1000	0				
ETC.										

FIGURE 5B



— COMMITMENT PRICES

FIG. 5C

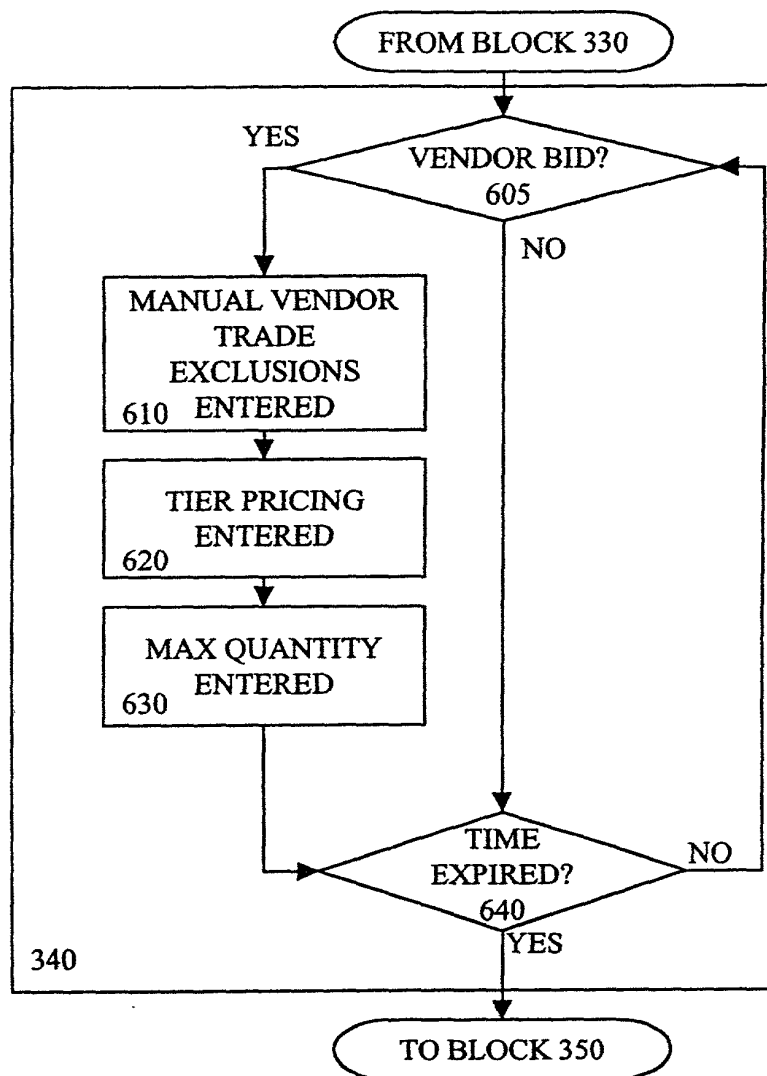


FIG. 6A

CHARACTERISTICS

	QUAN.	VENDOR 1	VENDOR 2	VENDOR 3		COMMITMENT PRICE	GEO- GRAPHY	TIMING	...	...
				PRODUCT 2	PRODUCT 3	PRODUCT 4				
BUYER 1	500	Y	Y	Y	Y	N	CA	Q1	...	...
BUYER 2	800	N	Y	Y	N	N	TX	Q1	...	...
BUYER 3	1000	Y N	Y	Y	Y	N	CA	Q2	...	...
POOL QUANTITY	2300	1500 500	2300		1500	0				
GEOGRAPHY PROFILE		CA=1500 CA=500	CA=1500 TX=800		CA=1500	0				
TIMING PROFILE		Q1=500 Q2=1000	Q1=1300 Q2=1000		Q1=500 Q2=1000	0				
MANUAL EXCLUSIONS BY CHAR.: GEOGRAPHY TIMING ETC.		Q2								
TIER PRICING AND MAX QUANTITY		SEE EXAMPLE FIGURE 6C	SEE EXAMPLE FIGURE 6C	SEE EXAMPLE FIGURE 6C						
ETC.										

FIGURE 6B

	QUANTITY RANGE	UNIT ACQUISITION PRICE	SERVICE	TOTAL
PRICE 1	0 -499	\$11.25	\$5	\$16.25
PRICE 2	500-999	\$10.75	\$5	\$15.75
PRICE 3	1000-2000	\$9.90	\$4	\$13.90
MAX. Q	1500			

FIG. 6C

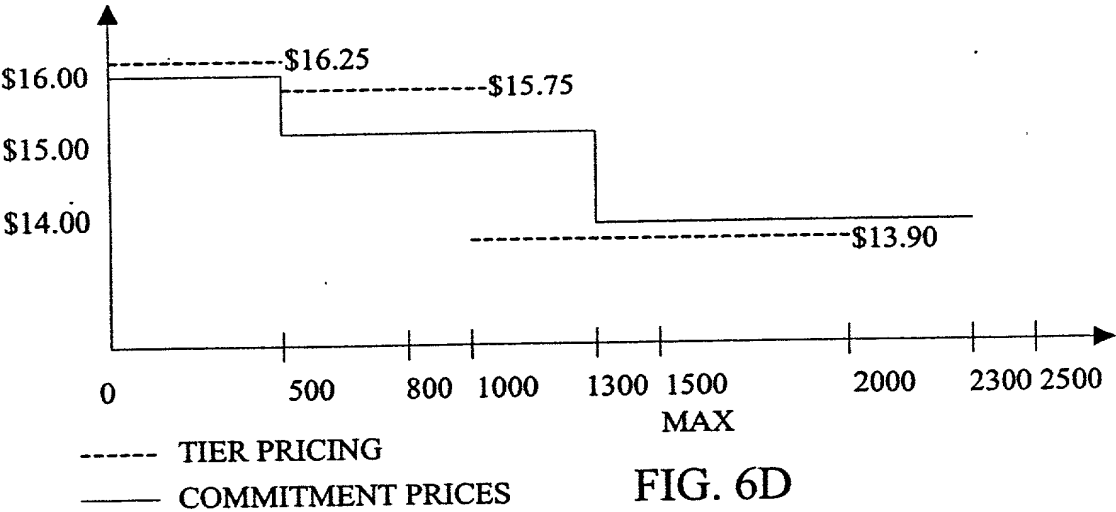
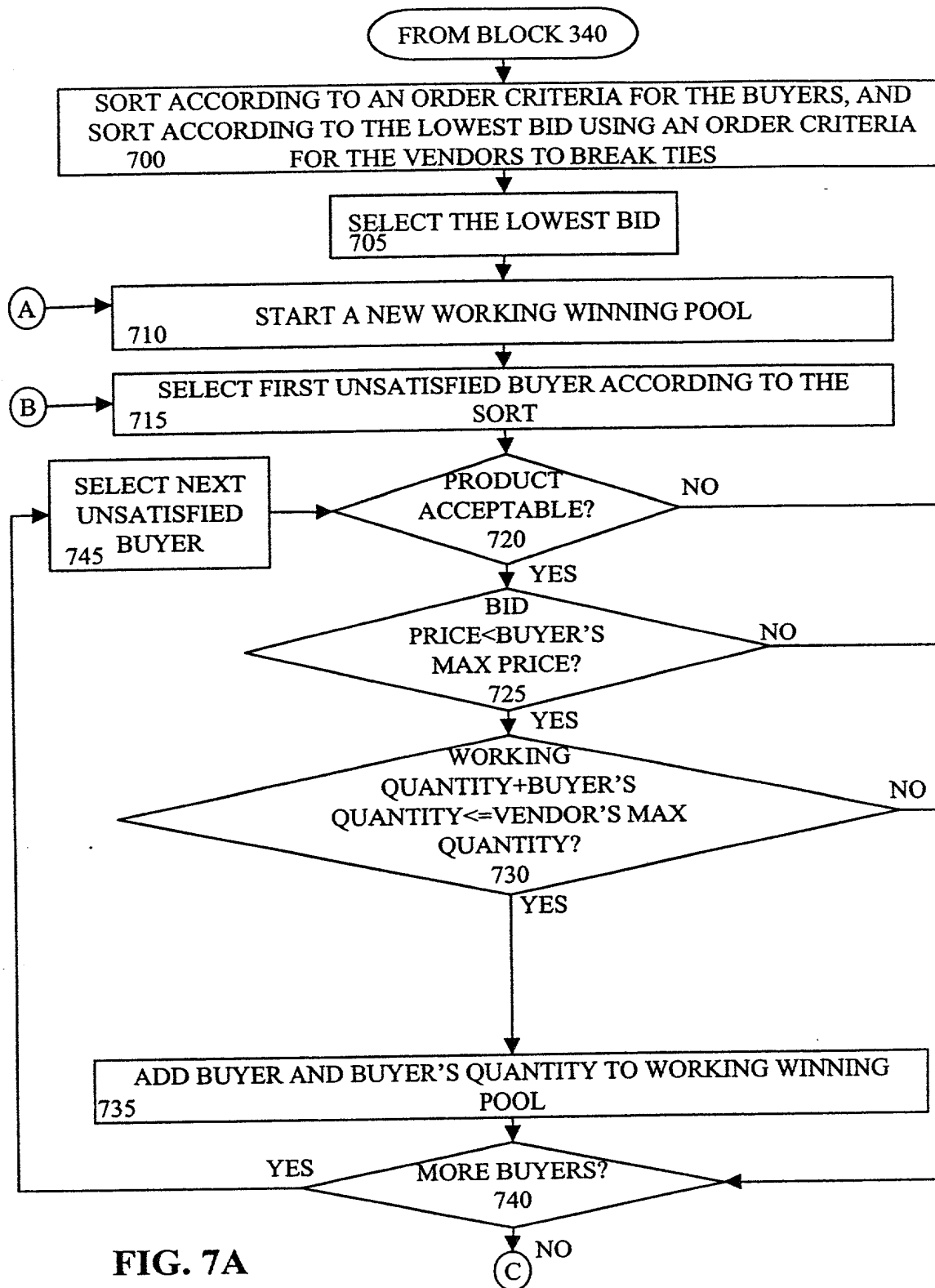
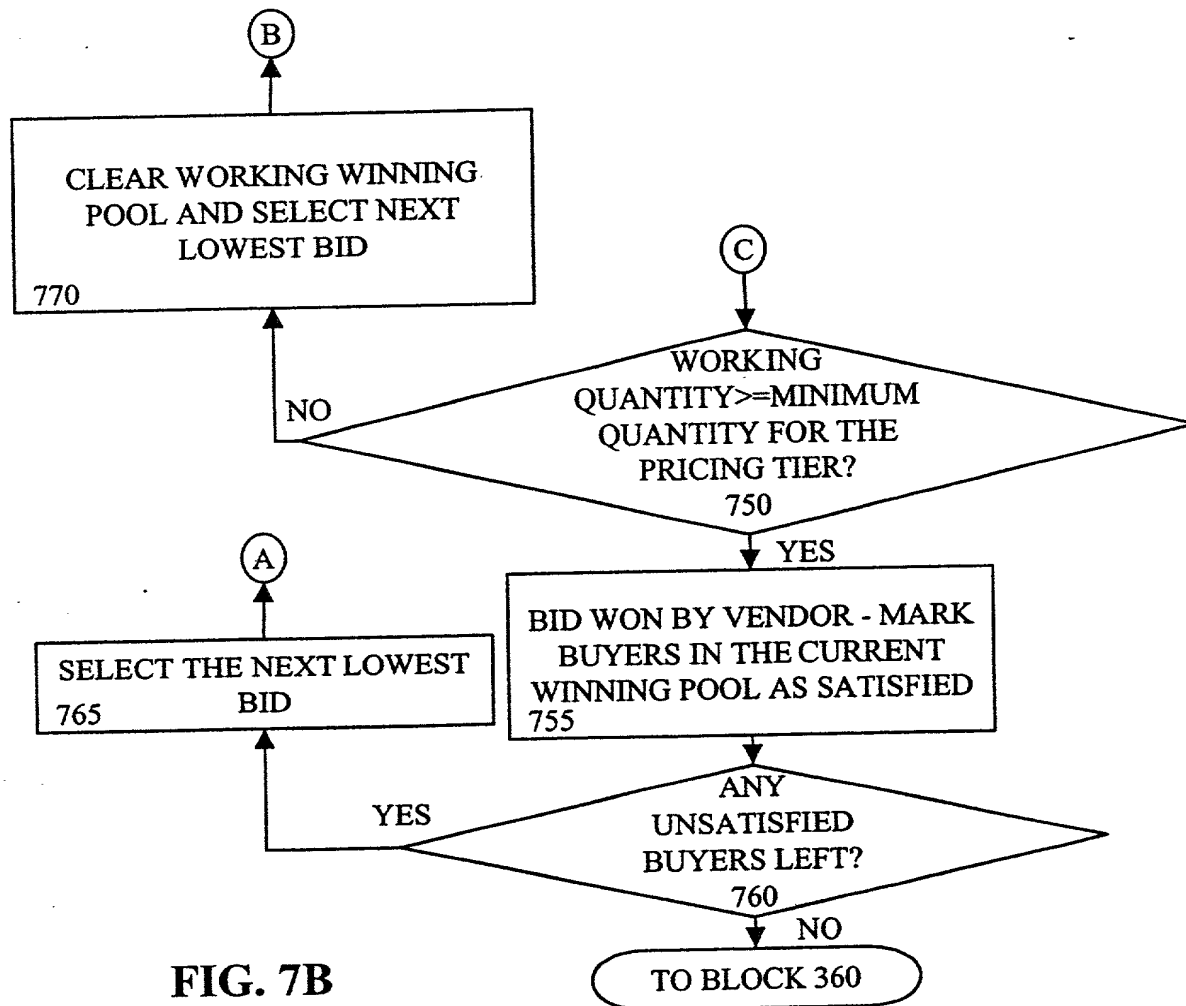


FIG. 6D





	SATISFIED
BUYER 1	NO
BUYER 2	NO
BUYER 3	NO

FIG. 7C

WORKING WINNING POOL FOR PRODUCT 1 BID PRICE OF \$13.90 FOR 1000- 2000 UNITS		QUANTITY
	BUYER 1	500
TOTAL		500

FIG. 7D

	SATISFIED
BUYER 1	NO
BUYER 2	NO
BUYER 3	NO

FIG. 7E

WORKING WINNING POOL FOR PRODUCT 2 BID PRICE OF \$13.90 FOR 1000- 2000 UNITS		QUANTITY
	BUYER 1	500
	BUYER 2	800
TOTAL		1300

FIG. 7F

	SATISFIED
BUYER 1	NO YES
BUYER 2	NO YES
BUYER 3	NO

FIG. 7G

WORKING WINNING POOL FOR PRODUCT 3 BID PRICE OF \$13.90 FOR 1000- 2000 UNITS		QUANTITY
	BUYER 3	1000
TOTAL		1000

FIG. 7H

	SATISFIED
BUYER 1	YES
BUYER 2	YES
BUYER 3	NO YES

FIG. 7I

	BUYERS	QUANTITY	PRICE
PRODUCT 1	-	-	-
PRODUCT 2	BUYER 1 AND BUYER 2	1300	\$13.90
PRODUCT 3	BUYER 3	1000	\$13.90
PRODUCT 4	-	-	-

FIG. 7J

FIG. 7C

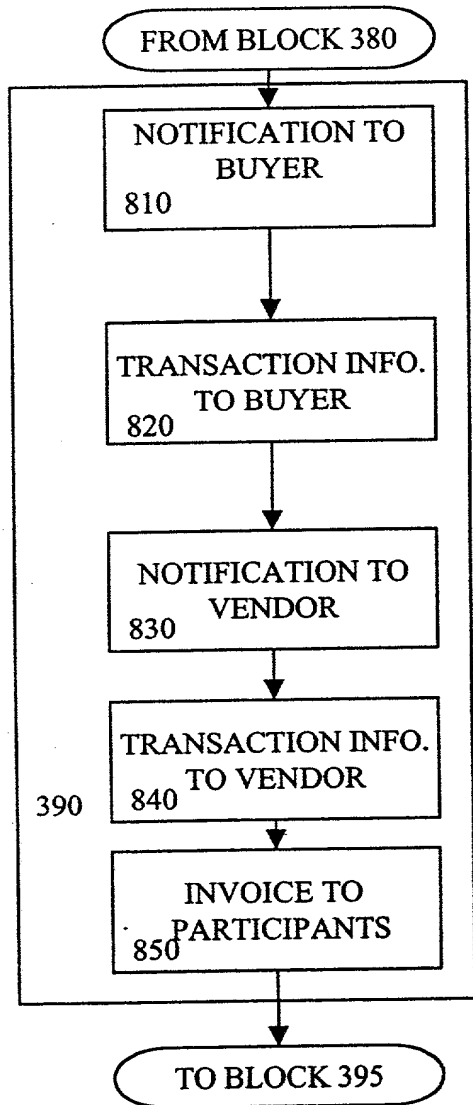


FIG. 8

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FIG. 9A

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Product

Product	Pool Start	Pool Close	Trade Start	Trade Close
Collar, Cervical 3" Universal	Sep 9	Sep 19	Sep 28	Oct 1
Foams, Ulcer	Sep 4	Sep 14	Sep 24	Sep 27
Monitor, MFI Vital Signs	Sep 2	Sep 11	Sep 21	Sep 24
Tray, Trach w/Peroxide	Aug 31	Sep 10	Sep 20	Sep 21
Ventilator, Continuous, Respiratory	Sep 3	Sep 13	Sep 23	Sep 27
Wrap, Compression 6" X 5"	Aug 29	Sep 8	Sep 15	Sep 16

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FIG. 9B

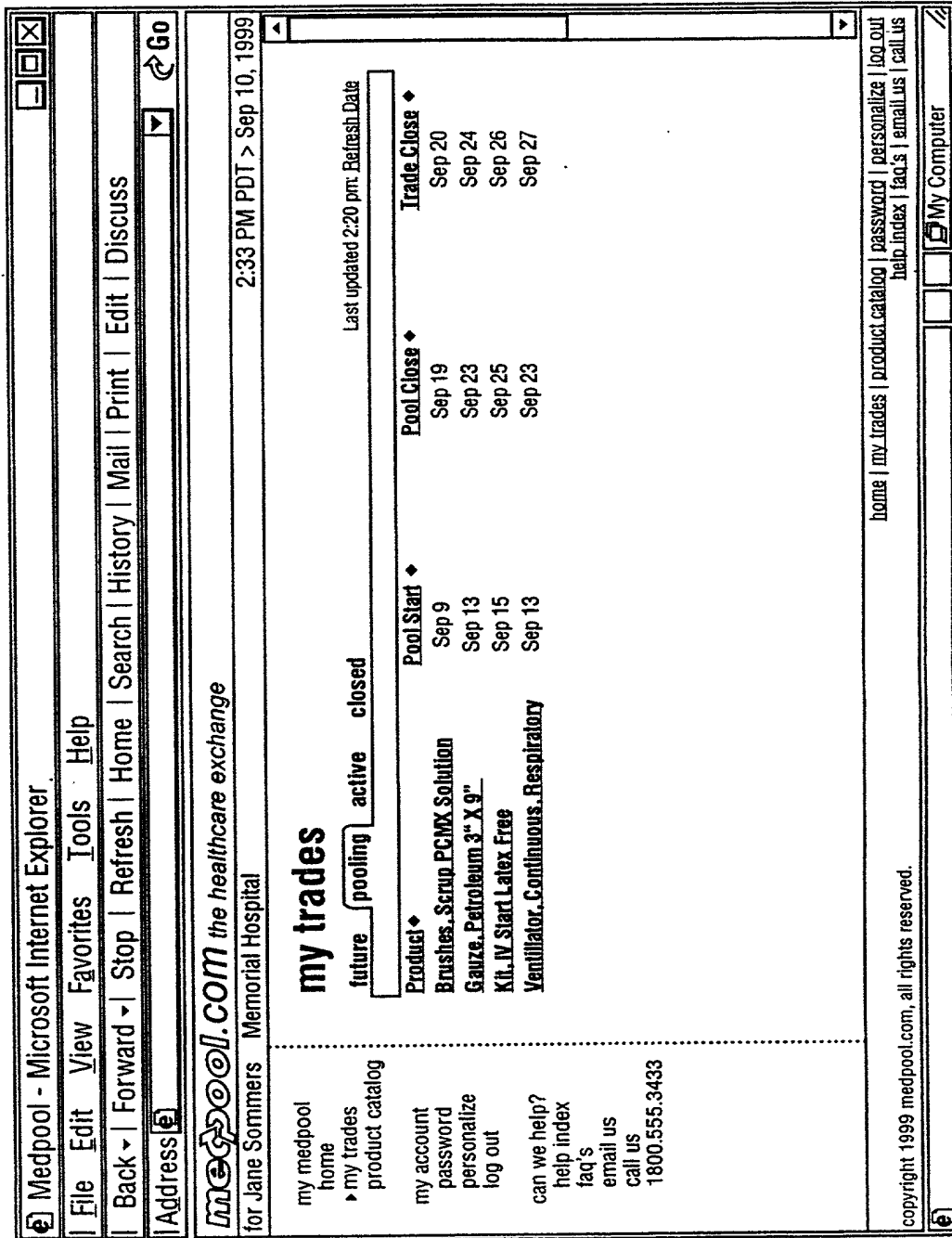


FIG. 9C

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future Trades > Join Trade

Ventilator, Continuous, Respiratory

Step 1: Review Trade Information

Pool Closes: Sep 13, 1999
Current Pooled Volume: 250 units

Trade Start: Sep 23, 1999, 8:00 AM
Trade Close: Sep 27, 1999, 2:00 PM

Step 2: Enter Order Information

All information is required. See product price history

Acquisition price per unit
Installation price per unit
Maximum price per unit
Desired Quantity
Maximum price for total order

Payment Terms:

Shipping terms finalized with vendor after trade

Ship Start: 1999

Ship End: 1999

Delivery: ☒ Ship direct

☐ Select a national distributor

☐ Select a regional distributor

Step 3: Choose Vendors

Below are all of the vendors that match your profile. Select the vendors you want to work with in this trade. Only one vendor will win your business.

See information about how we qualify vendors and how you can contribute to ratings. Ratings are based on a scale of 1 to 5 stars.

Select	Vendors	Pick Models/ Catalog Number	Premium Price?	Community Ratings?
<input checked="" type="checkbox"/>	Drager	<input type="checkbox"/> 550 <input checked="" type="checkbox"/> 650	<input type="checkbox"/> %	★★★★ (5 members)
<input checked="" type="checkbox"/>	Neilcor/Puritan Bennett (Malinckrodt, Inc.)	<input type="checkbox"/> 740 <input checked="" type="checkbox"/> 840	<input type="checkbox"/> %	★★★★ (3 members)
<input checked="" type="checkbox"/>	Ohmeda	<input type="checkbox"/> 2000 <input checked="" type="checkbox"/> 2300	<input type="checkbox"/> %	(0 members)
<input checked="" type="checkbox"/>	Sechrist Industries	<input type="checkbox"/> 1600 <input checked="" type="checkbox"/> 1800	<input type="checkbox"/> %	★★★★ (8 members)
<input checked="" type="checkbox"/>	Siemens	<input type="checkbox"/> 300 <input checked="" type="checkbox"/> 900	<input type="checkbox"/> %	★★★★ (9 members)

Step 4: Additional Comments

The following comments are for vendor information purposes only. The final terms will be negotiated directly between buyers and vendors.

(Optional) Additional comments:

Step 5: Review and Join Trade

FIG. 9D

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future pooling active closed

Product ♦	Quantity	My Max Price	Current Bid	My Savings ♦	Time Left
Set. IV Tubing Primary	10,000 units	\$2.20 ea	\$1.95	\$2,500.00	8 min
Set. IV Tubing Secondary	7,500 units	\$1.30 ea	\$1.00	\$2,250.00	20 min
Set. Filter Extension	7,488 units	\$1.80 ea	\$1.10	\$5,241.60	45 min
Gloves, Surgical-Powdered Latex	416cs	\$82.00 cs	\$64.35	\$7,342.40	1 hr
Gloves, Surgical-Powder Free	1,040 cs	\$303.00 cs	\$280.00	\$23,920.00	4 hrs
Mask, Surgical Tie	1,000 cs	\$37.00 cs	\$43.00		6 hrs
Mask, Surgical Fop Free	897 cs	\$65.00 cs	\$53.00	\$10,764.00	8 min
Mask, Isolation	676 cs	\$32.00 cs	\$27.00	\$3,380.00	1 day
Dressing, Sterile, 4x4 2's	312 cs	\$68.00 cs	\$54.00	\$4,368.00	1 day
Dressing, N/s, 8 Ply	250 cs	\$82.00 cs			1 day
Mesh, Surgical Woven 15x15 cm	250 bx	\$498.00 bx	\$470.00	\$7,000.00	2 days
Gown, Reusable Patient	650 dz	\$84.00 dz	\$72.00	\$7,800.00	3 days
Pulse Oximeter	2 units	\$1,750.00 ea	\$1,650.00	\$200.00	2 wk

my estimated savings
\$74,766.00
Last updated 2:20 pmt Refresh Date

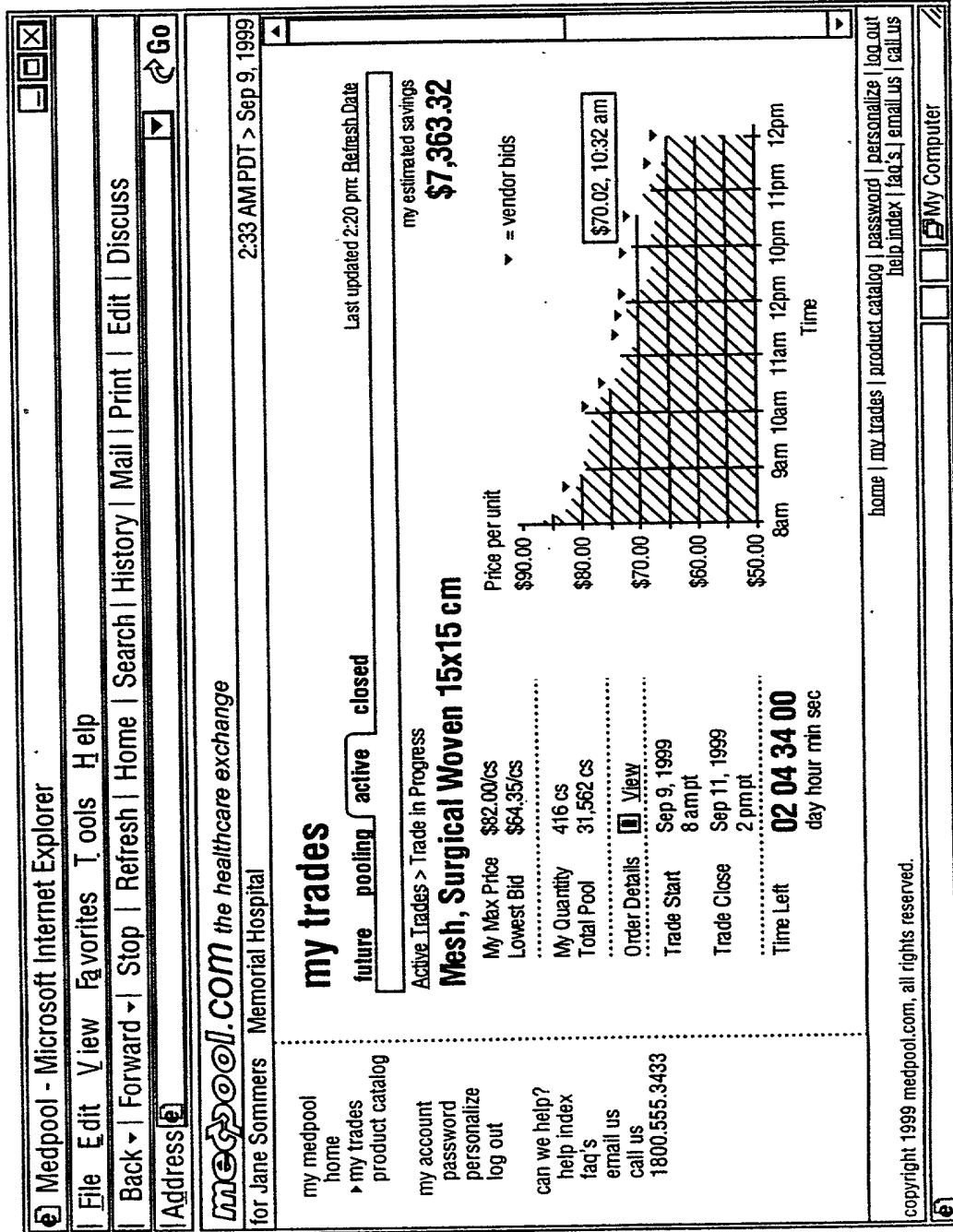
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FIG. 9E

FIG. 9F



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Q4 Savings YTD Savings
\$112,170.00 \$936,456.00
Last updated 2:20 pm: Refresh Date

my trades

future pooling active closed

Product	Quantity	My Max Price	Closed Price	My Savings	Vendor	Trade	Closed
Lead, bradboardia	1,200 units	\$650.00 ea	\$585.00	\$78,000.00	Medical Equipment	Sep 6	Sep 6
Tape, Paper 3"	5,000 bx	\$6.15 bx	\$5.90	\$1,250.00	Kendall Healthcare	Sep 6	Sep 6
Dressing, Cloth Adhesive	5,000 bx	\$33.00 bx	\$31.62	\$6,900.00	3m	Sep 5	Sep 5
Tubing, Enteral	660 cs	\$161.00 cs	\$151.00	\$6,600.00	Baxter IV Division	Sep 4	Sep 4
Monitor, NIBP, printer	1 unit	\$2,295.00 ea	\$1,975.00	\$320.00	Colin	Sep 2	Sep 2
Wheelchair, Permlnent Arms/Fixed	50 units	\$189.00 ea	\$157.00	\$1600.00	Everest & Jennings	Aug 25	Aug 25
Footrest	5,000 cs	\$37.50 cs	\$34.00	\$17,500.00	Medline	Aug 23	Aug 23
Razor, Sterile							

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FIG. 9G

Medpool - Microsoft Internet Explorer

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future pooling active closed

Closed Trades > Trade Summary

Summary for Lead, Bradycardia

Vendor Contact Information

Bill Matthews

Medical Equipment Corp.

424 Bowling Green Way

San Clemente, CA 94554

Office Phone

Cell Phone

Fax

Email

310.321.4434

718.332.9383

310.321.5532

bmattiew@med.com

Order Information

My Max Price

Closing Price

Quantity

Total Order

My Savings

\$650.00 ea

\$595.00 ea

1,200 units

\$702,000.00

\$78,000.00

Additional Comments

The following comments are for vendor information purposes only. The final terms will be negotiated directly between buyers and vendors.

Ship 400 units per month

Review Terms of Agreement

Done

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FIG. 9H

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Username

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FIG. 10A

Microsoft Internet Explorer

File Edit View Favorites Tools Help

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Address

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for Bill Matthews Medical Equipment Corporation

2:33 PM PDT > Sep 10, 1999

my trades

future pooling active closed
>my favorites all future trades

Product

	Open Start	Open Close	Trade Start	Trade Close
Padding, Undercast 4" x 4"	Sep 1	Sep 11	Sep 13	Sep 16
Foams, Ulcer	Sep 1	Sep 11	Sep 13	Sep 16
Ventilator, Continuous, Respiratory	Sep 3	Sep 13	Sep 15	Sep 17
Gown, Impervious, Full Back w/Cuffs	Sep 5	Sep 15	Sep 17	Sep 18
Wrap, Compression 6" x 5"	Sep 7	Sep 17	Sep 19	Sep 20
Towel, Bath 22 x 44" 6.25lb	Sep 9	Sep 19	Sep 21	Sep 23
Dressing, Cloth Adhesive	Sep 10	Sep 20	Sep 22	Sep 23
Drawsheet 54" x 81" T180	Sep 11	Sep 21	Sep 23	Sep 25
Mattress, Spring/Convuluted Foam 35" x 80" x 6"	Sep 12	Sep 22	Sep 24	Sep 25
Brushes, Scrub PCMX Solution	Sep 15	Sep 25	Sep 27	Sep 29
Towel, OR Reusable 18" x 31"	Sep 20	Sep 30	Oct 2	Oct 3

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FIG. 10B

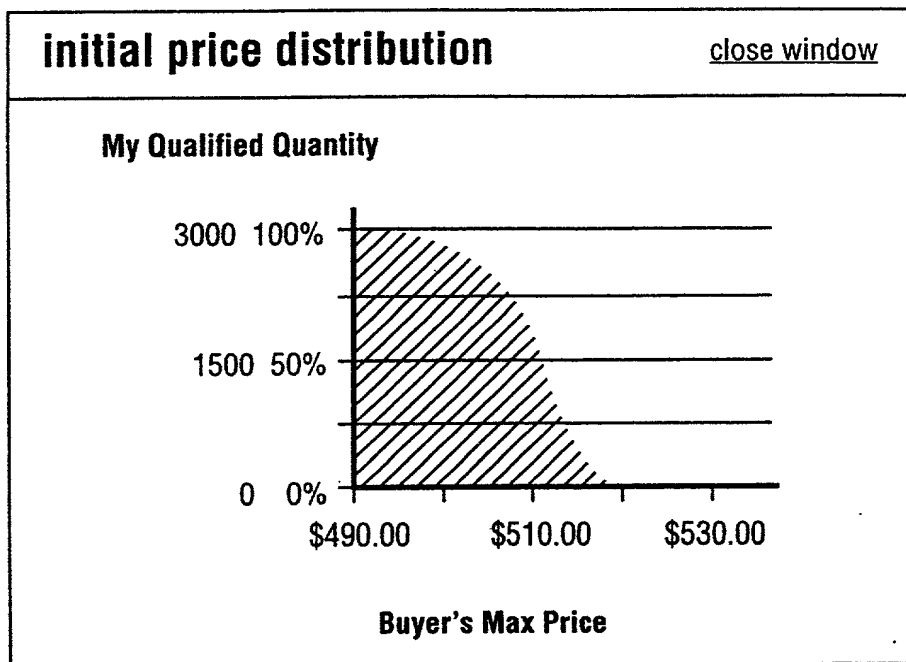


FIG. 10C

medpool.com the healthcare exchange

for Bill Matthews Medical Equipment Corporation

2:33 PM PDT > Sep 10, 1999

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my trades

future pooling active closed

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future Trades > Join Trade

Ventilator, Continuous, Respiratory

Step 1: Review Trade Information

Open Period Ends	Sep 17, 1999	Trade Start	Sep 19, 1999, 8:00 AM PST
Total Trade Quantity	250 units	Trade Close	Sep 21, 1999, 8:00 AM PST
Freight Charges	Origin		

Qualified Quantity: 250 units
Quantity will update automatically if you exclude any buyers below.

Step 2: Review Buyer Demographics

Review the following information to help you determine your pricing structure in Step 3. Use the checkbox to exclude any buyers based on the demographics information.

Shipping	<input checked="" type="checkbox"/> Q1 200 units	Payment Terms	<input checked="" type="checkbox"/> Net 30 200 units
	<input checked="" type="checkbox"/> Q2 50 units		<input checked="" type="checkbox"/> Net 60 50 units
Location	<input checked="" type="checkbox"/> CA 105 units	Financial Rating	<input checked="" type="checkbox"/> 5 110 units
	<input checked="" type="checkbox"/> AZ 70 units	5=excellent	<input checked="" type="checkbox"/> 4 140 units
	<input checked="" type="checkbox"/> NY 50 units	1=poor	
	<input checked="" type="checkbox"/> NJ 25 units		

Step 3: Review buyer's additional comments

The following comments are for vendor information purposes only. The final terms will be negotiated directly between buyers and vendors.

Step 4: Create Pricing Structure

Create up to three price brackets based on order quantity. If you want to enter only one price for any quantity fill in only the colored area.

The prices you define are per unit(1 Ventilator)

	Bracket 1	Bracket 2	Bracket 3
Quantity	0 - 50	51 - 100	101 - 250
Acquisition (price/unit)	0.00	0.00	0.00
Annual Service (price/unit)	0.00	0.00	0.00
Installation (price/unit)	0.00	0.00	0.00

Step 5: Review and Join Trade

FIG. 10D

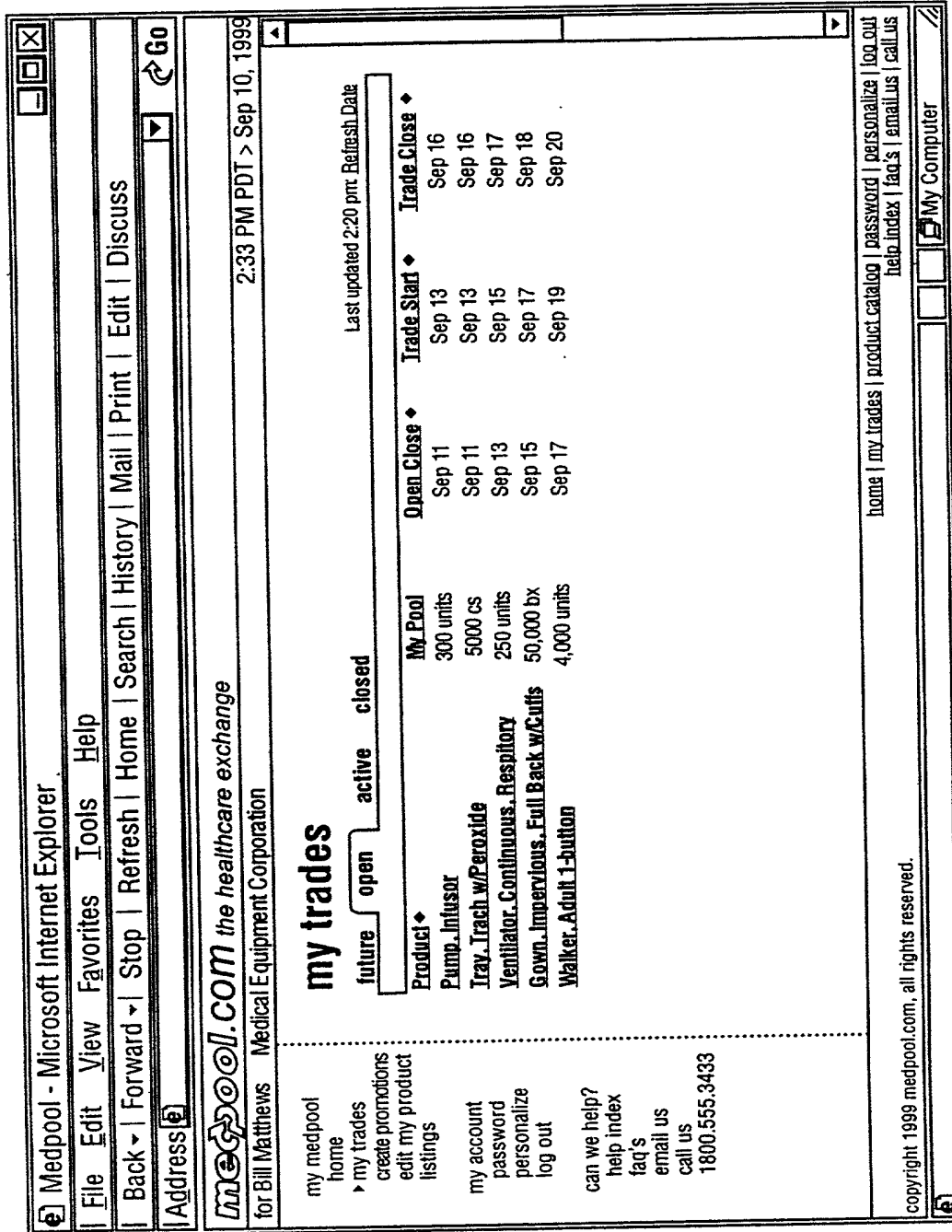


FIG. 10E

TOTAL \$992000

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2:33 PM PDT > Sep 10, 1999
my estimated sales
\$2,253,474.00
Last updated 2:20 pm Refresh Data

[future](#)
[open](#)
[active](#)
[closed](#)

Product

My Current Bid

My Pool

% & Value Winning

Time Left

[Set. IV Tubing Primary](#)
[Set. IV Tubing Secondary](#)
[Set. Filter Extension](#)
[Gloves, Surgical-Powdered Latex](#)
[Mask, Surgical Tie](#)
[Mask, Surgical Fog-Free](#)
[Mask, Isolation](#)
[Dressing, Sterile, 4x4 2" s](#)
[Dressing, N/S, 8 Ply](#)
[Gown, Reusable Patient](#)
[Mesh, Surgical Woven 15x15 cm](#)
[Pulse Oximeter](#)

\$2.20 ea

\$1.30 ea

\$1.80 ea

\$82.00 CS

\$37.00 CS

\$65.00 CS

\$32.00 CS

\$68.00 CS

\$82.00 CS

\$84.00 bx

\$470.00 dz

\$1,750.00 ea

52,083

100,000

260,109

23,030

5,000

1,663

10,000

34,112

19,554

93

3000

23

23

100

13

92

80

12

15

2

0

43

18

100

8 min

20 min

45 min

1 hr

6 hrs

8 min

1 day

1 day

1 day

2 days

3 days

2 wk

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FIG. 10F

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my trades

future open active closed

Active Trades > Trade In Progress

Mesb, Surgical Woven 15x15 cm, 3/bx

My Current Bid \$470.00 ea
Est. Total Sales \$258,500.00
Winning 501, 18%
Total Pool 3,000

= Winning

Enter a new bid

Quantity 0-300
Bid 490.00

301-500
480.00

501-3000
\$ 470.00

Submit

Reset

Last updated 2:20 pm Refresh Date

Trade Close Sep 11, 2:00 PM
Time Left Start 02 04 34 54
day hour min sec

Click Chart for enlarged view

Bid History

Initial Price Distribution

Order Details

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FIG. 10G

Medpool - Microsoft Internet Explorer

File Edit View Favorites Tools Help

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Address Go

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2:33 PM PDT > Sep 10, 1999

my quarterly sales

my yearly sales to date

\$11,395,747.00

\$65,490,650.00

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active

closed

Product

Total Pool

Quantity Won

% Won

My Price

My Total Savings

Trade Closed

Lead, bradvoardia	12,000	9,887	94.5%	\$585.00	\$5,783,895.00	Sep 6
Pump, Infusor	250	250	100%	\$1825.00	\$456,250.00	Sep 6
Pole, IV Economy	1000	800	80%	\$103.20	\$82,500.00	Sep 5
Monitor, MFL Vital Signs	75	63	84%	\$28,520.50	\$1,796,792.00	Sep 4
Enema, Phosphate, 4.5 oz	10,000	5,000	50%	\$125.85	\$629,250.00	Sep 2
Pacemaker	750	500	66%	\$3,434.00	\$1,717,000.00	Aug 25
Kit, IV Start Latex Free	35,000	800	29%	\$93.00	\$930,000.00	Aug 23

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FIG. 10H

Medpool - Microsoft Internet Explorer

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Address D:\Shared\Demos\08_30\vendor_closed_detail.html

my medpool

THE EXCHANGE

→ FUTURE ● OPEN ○ ACTIVE × CLOSED

Bill Matthews
Medical Equipment Corp.
Sep 30, 6:59 PM PST

Closed Trades > Trade Summary
Trade Summary for Lead, Bradycardia [Printer Friendly Version](#)

Trade Information

Total Trade Quantity	12,000 units	Trade Closed	Sep 30, 1999
My pool	10,453 units	Freight Charges	Origin

My Results

Final Quantity Won	9,887 units	Final price per unit	\$585.00
% of My Pool Won	94.5	Total Order Price	\$5,783,895.00

Buyer Contact Information

Jane Sommer

Memorial Hospital
13 Magnolia Drive
San Marcos, TX 78666

Office Phone 512.378.4434
Fax 512.378.9383
Cell Phone 512.526.5532
Email jsommer@memorial.com

Quantity	3,000 units	Ship Start	Nov 1, 1999
Delivery	Ship Direct	Ship End	Jan 1, 2000
Payment	Net30	(Shipping schedule, see comments)	
Terms			

Additional Comments:
Ship 1,000 units per month

Jack Fisher

Healthcare Systems
1533 10th Street
Albany, NY 12211

Office Phone 518.378.3245
Fax 518.378.3200
Cell Phone 518.378.3272
Email jack.fisher@hs.com

Quantity	1,000 units	Ship Start	Nov 1, 1999
Delivery	Ship Direct	Ship End	Nov 1, 2000
Payment	Net50	(Shipping schedule, see comments)	
Terms			

Additional Comments:
Single shipment

Joseph Whitman

Mercy General
3343 Cactus Road
Phoenix, AZ 85023

Office Phone 582.279.3389
Fax 582.279.4966
Cell Phone 582.279.4966
Email jwhitman@mercygeneral.com

Quantity	2,000 units	Ship Start	Oct 1, 1999
Delivery	Distributor	Ship End	Nov 1, 2000
Payment	Net30	(Shipping schedule, see comments)	

Product Catalog

Search Catalog:

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Manage Medpool

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Alerts

× Trade Closed
The lead, Bradycardia trade has closed. See [Trade Summary](#)

○ Trade Opening
Infant Warmers
Oct 7, 1999
8 AM PST

My Computer

FIG. 10I

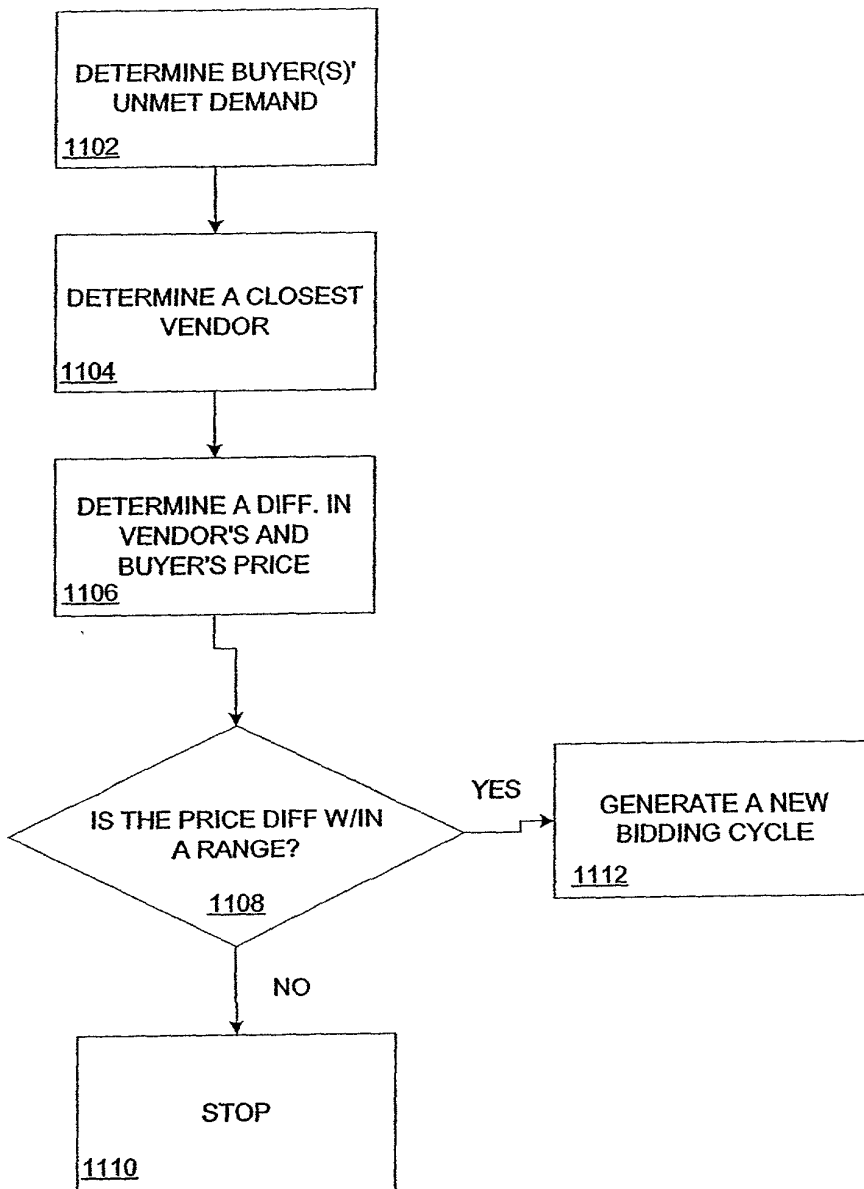


FIG. 11

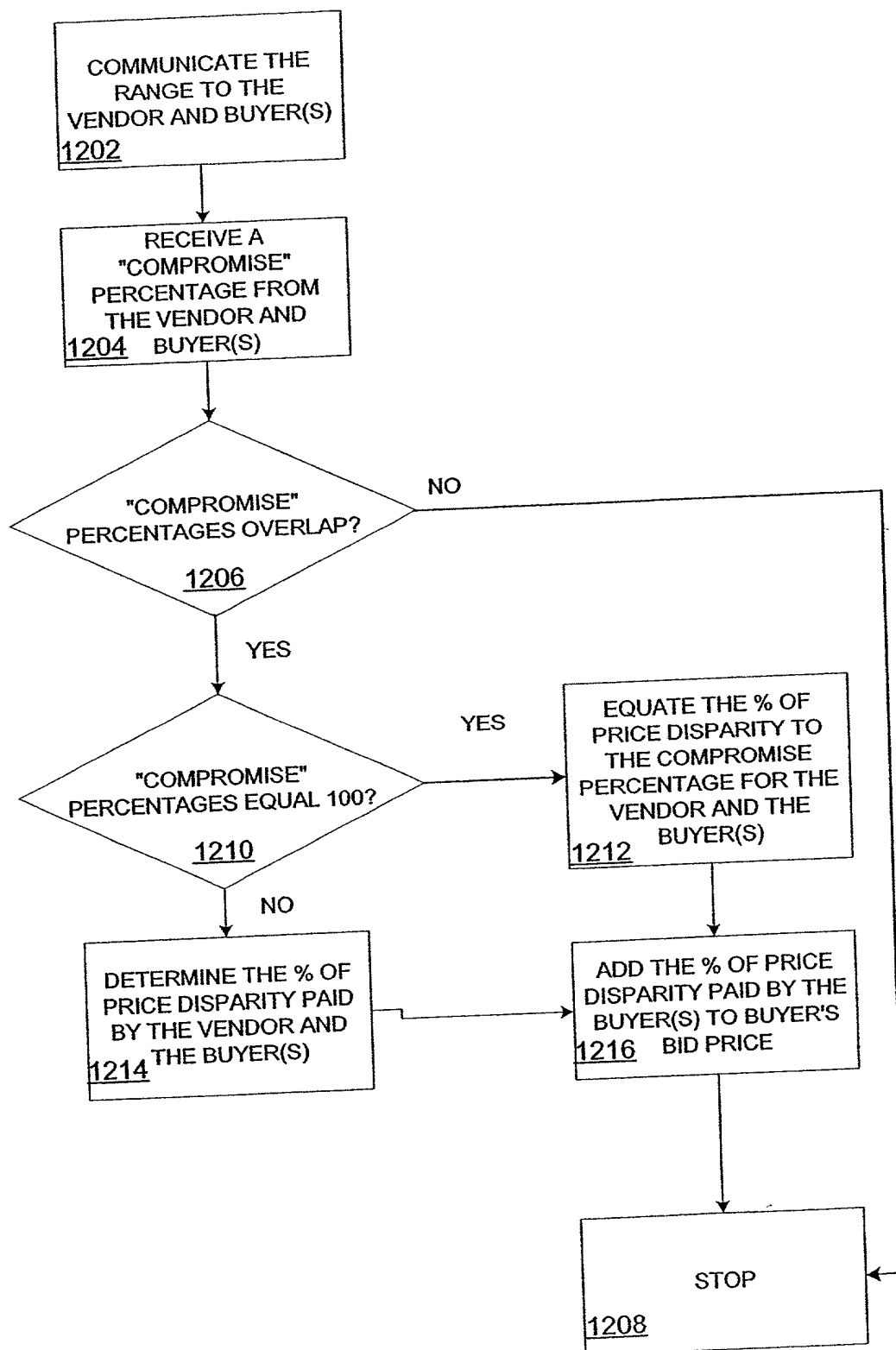


FIG. 12

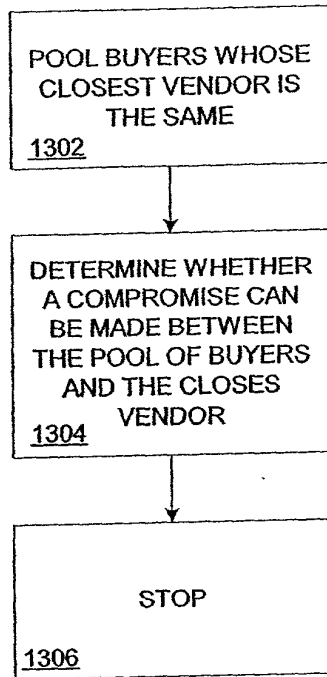


FIG. 13